



MEDC Quarterly Report 07-11-2016

New Projects:

AMC Distribution Center – Staff continues to work with a distributor to consolidate a cold storage facility in Mansfield. Most of the major issues that have caused delays have been resolved. Closing on the land is expected the first week of July with site development to start immediately.

JT Evan's Retail Project – John T. Evans Company to bring a 35,000 sf retail and restaurant project to the north entrance to Newsom Stadium. Tenants include Denny's, Slim Chickens, Jake's Hamburgers, Schlotzsky's, Sport Clips, and Ideal Dental. Wendy's is expected to announce soon.

Mansfield Marketplace – Blue Star Properties has completed a 60,000 sf shopping center anchored by Sprouts at the corner of Debbie and Matlock. The MEDC assistance for public infrastructure is being reimbursed on a proportional basis as the spaces are leased to tenants.

Carlos Coll – With MEDC assistance, Mansfield business owner Carlos Coll is nearing completion on two speculative industrial buildings, 22,900 and 35,850 square feet adjacent to the UAC building on Heritage Parkway.

GKA Holdings – With MEDC assistance, GKA Holdings is constructing an Imaging Center and medical office near the Walgreens on Broad. The Imaging Center will be operated by Methodist Mansfield Medical Center.

Nationwide Construction is building a new headquarters on 5th Avenue with MEDC assistance.

Shops at Broad – This project is moving forward with zoning and site plans.

HEB anchored center – Staff has been working with Lincoln Properties and HEB to identify tenants for this development.

Debbie at Matlock – Several new tenants are acquiring sites at this intersection.

Debbie at Walnut Creek – Staff has proposed a site near this intersection for a grocery concept.

Existing Industry:

Southern Champion Tray – With MEDC assistance, SCT is building a \$15 million expansion at their current site at 6th and Easy. This expansion will add 65 employees and ensure SCT's future in Mansfield. Staff is working with SCT to secure additional land for a future expansion.

Fluidic Techniques Incorporated - FTI is seeking MEDC assistance for an 11,000 square foot expansion and conversion of an existing building to a flow lab.

Mouser Electronics – Construction on a \$22 million, 250,000 square foot expansion to be completed in two phases over the next five years. MEDC and Council approved economic assistance for relocation of water line, sewer line and storm drainage. Each phase will involve 125,000 sf of warehouse space and 100 new employees. Phase 1 is currently under construction with Phase 2 starting in 2019.

Hoffman Cabinets – MEDC has closed on the 6 acre tract at the end of Antler Drive for a consolidation and expansion of Hoffman Cabinets. Hoffman previously closed on the adjacent 25,000 sf building and is operating out of that facility. They are currently planning the first expansion of about 30,000 square feet.

Property Acquisitions – Staff has been seeking real properties for strategic acquisitions.

Project delays:

NT Window – With MEDC assistance, NT Window expects to begin construction in about a year on a 123,000 sf manufacturing facility and corporate headquarters on a 37 acre site adjacent to Interstate Trailer. The facility will initially employ 150. The company plans to expand the facility by 80,000 sf and employment to 175.

Infrastructure Projects

Mitchell Drive from Heritage Parkway to the south end of the MEDC property is complete.

Mouser Electronics is working with MEDC to construct a portion of Mouser Way.

Antler Drive – MEDC contracted for the design and engineering of an extension of Antler Drive to 917. The project is nearing bidding.

Marketing Activities

NAIOP Industrial Real Estate Conference - MEDC was a gold sponsor of the National Association of Industrial and Office Properties (NAIOP) industrial real estate conference held in Dallas April 5th -6th. NAIOP is an international trade association for developers, owners and investors in industrial, office and related commercial real estate. The Dallas conference was focused on commercial real estate opportunities in the DFW market and was attended by over 500 real estate professionals from across the country. Assistant Director Richard Nevins attended the conference.

Greater Fort Worth Real Estate Council (GFWREC) Golf Tournament - MEDC was the registration sponsor for the GFWREC golf tournament held on May 2nd. MEDC staff worked the registration table and participated in the tournament. There were over 100 local real estate professionals participating in the event.

International Council of Shopping Centers (ICSC) RECON Conference – MEDC attended the ICSC RECON Conference, May 22-25. ICSC is a global organization of real estate professionals, developers and retailers involved in the retail real estate industry. The conference provided a variety of opportunities to promote Mansfield to over 35,000 of these retail professionals.

SIOR North Texas Chapter Lunch Event – Assistant Director Richard Nevins attended the Society of Industrial and Office Realtors (SIOR) lunch event in Dallas on June 15th. SIOR is a leading professional commercial and industrial real estate association with more than 3,000 members in more than 630 cities in 34 countries. This event provided an opportunity to network with the DFW members to promote Mansfield.

Select USA Investment Summit – MEDC participated with Team Texas as a premiere sponsor of the Select USA Investment Summit held in Washington, DC June 19-21. This event provided an opportunity to promote Mansfield to a large number of foreign prospects looking to expand their companies into the United States. Assistant Director Richard Nevins attended the event.

Fort Worth Commercial Real Estate Women (FWCREW) – MEDC continues to sponsor and attend CREW events. Scott Welmaker and Laurie Fleiner network to develop collaborative relationships. Laurie was nominated and accepted the 2-year term of Treasurer of the Fort Worth CREW board. Scott Welmaker presented a program on Mansfield at the May CREW luncheon at the Fort Worth Club.

Advertisements

MEDC continues to advertise in various trade and industry publications targeting specific events and audiences. In the past quarter space was secured in the following publications:

- Texas State Economic Development Guide
- DFW Real Estate Review
- Bisnow
- Dallas Regional Chamber Economic Development Guide
- Trade and Industry Development

Shop Mansfield

The Shop Mansfield campaign began November 2008 to enlighten citizens of the importance of keeping local dollars in the community. Staff replaced printed advertisements with a large scoreboard ad at Newsom Stadium and street banners. Staff is working with the Communications and Marketing Department to continually enhance the program.

Texas Downtown Association

Scott Welmaker is on the Texas Downtown Association Board as Immediate Past Chair. In January he will have to roll off of the board for at least one year.

Leadership Mansfield

Leadership Mansfield is now a standalone not-for-profit corporation housed in the City of Mansfield Economic Development Department. Recruitment for the 7th class closed July 1 with 27 applications for 22 positions. There are now over 150 graduates of Leadership Mansfield.

Website

MEDC staff continually updates www.mansfield-texas.com. The site has a new look and upgraded security.

Business Retention

A meeting of the MEDC sponsored Mansfield Industry Roundtable was held on April 26, 2016 at Walnut Creek Country Club. Talley Parker with Jackson Lewis PC was the presenter. Talley spoke on “Free Money” The Department of Labor’s proposed rule changes. A total of 22 people attended the meeting representing 8 Mansfield companies.

Advanced Precision Metal Manufacturing Program (APMM)

The Advanced Precision Metal Manufacturing Program (APMM) at Ben Barber Career Tech Academy, a CNC Machining curriculum, began its second year in August. The program involves classroom time and internships at local companies. Nine students enrolled with six Mansfield companies participating this year. Those companies include Klein Tools, Trinity Forge, Gamma Engineering, Aviation Repair Resources, Drill King International, and Cam-Tech Manufacturing.

At the Texas Workforce Commission 19th Annual Workforce Conference held November 18-20 in Dallas, Workforce Solutions for Tarrant County was recognized for outstanding board performance, receiving a board award for Industry Sector Outreach, for their work with the Mansfield Manufacturing Partnership (APMM program).

With the expansion of Ben Barber and the addition of a CNC machine shop, Ben Barber has revamped the program to begin with the 2016-17 school year. The students will have more classroom time with a new instructor from the industry. Curriculum will begin their freshman year with internships wrapping up their senior year. There will also be hands-on experience prior to the students beginning their internships with local companies. This should filter out uninterested students and offer more qualified students to the local companies.

High Demand Job Training Program

MEDC continues to work with Workforce Solutions for Tarrant County on the High Demand Job Training Program. This is a matching grant meaning Workforce Solutions will match MEDC dollars for job training. We worked with the TCC Opportunity Center to conduct the training which ran February 29 through April 15. One incumbent worker participated in this program.

There is additional funding that was not used during this program. Workforce Solutions for Tarrant County and MEDC are working with Ben Barber to provide assistance with textbooks, materials, and other items needed for the APMM Program. We plan to have those items to Ben Barber for the start of the school year.

Total Industrial and Commercial Contacts and Visits this Reporting Period - 258